

Hardware store sees future in a dish

BY IAN SMITH
NORTH ESQUESING

Acton Home Hardware has entered the world of high technology.

Besides offering its traditional line of merchandise, the local hardware store is now carrying the ExpressVu satellite service. These mini dishes offer expanded television viewing for both rural and town households.

"We're excited about this product," says Acton Home Hardware owner Bill Manes, "its technology our customers can trust. As the most advanced system on the market, ExpressVu offers an unbelievable array of specialty channels."

Manes adds there are many different packages for customers to choose from. "Unlike cable companies, ExpressVu provides the viewer a lot more flexibility in what they pay for. And the digital signal from the satellite provides a crystal clear picture that is superior to cable TV." With the launch of ExpressVu's DBS satellite in the fall of this year, subscribers will have up to 200 channels to choose from.

Manes and his wife Val purchased the business from the Kinal family in 1996. Acton Home Hardware has always emphasized great hometown service, and is staffed with local people. "I'd rather sell a lot of items and

make a little," says Manes "than sell a few items to make a lot on each one."

Manes comes by his business philosophy honestly enough. His formative years were spent in Haltonville at the corner of Guelph Line and 15th Sideroad, Nassagaweya. His parents, Tom and Donna Manes, owned and operated the "Manes Country Market" from 1977 to 1989. "To say my Dad stocked a large variety of goods on a limited floor space is an understatement. He was more excited than Val and I when we first purchased the business and was the first one here on the day we opened. The support they provided us when we started out was invaluable. Mom still helps us out once a week."

Besides a wide selection of tools and household goods, Acton Home Hardware also offers many services, such as chainsaw and skate sharpening, window and screen repair. Manes also rents out "the best carpet cleaner in the area." Acton Home Hardware also stocks many seasonal items. This spring the store is loaded with garden supplies and plants. "The most important thing I learned from my Dad is to stock what the customer needs when they need it."

The store also has a computer system that allows cus-

tomers to order products that Home Hardware has to offer, but may not be in stock at the time in Acton. "In the hardware business, personal service is everything," says Manes. "It's the little things such as delivering water softener salt to seniors that keep our customers coming back."

A Canadian-owned corporation with its head office and warehouse in St. Jacobs, Home Hardware is not a typical franchise operation. Manes explains that hardware stores that operate under the Home Hardware banner retain the right to purchase supplies from a variety of wholesalers. "We are under no obligation to purchase exclusively from Home. We still have the freedom to purchase from other suppliers to give our customers the best price possible."

Coming up to their two-year anniversary in August, both Bill and Val have no regrets about entering the hardware business. "I think the most enjoyable aspect of the business is the number of people we deal with everyday," says Manes. "It's a very traditional business, but there's also the challenge of providing exciting new products such as ExpressVu - which is right on the cutting edge of technology - for our customers."

Winning the bug war

BY REID KENNEDY
NORTH HALTON COMPASS

This will be one of the worst years on record for mosquitoes and blackflies for you and your children.

To enjoy your yard and the great outdoors, protection is a must. Screen enclosures have proven to be an effective way to stay out of the sun, bugs and rain and allow you to entertain and relax.

Bob Quaile of Screenhouses Unlimited says that a screen enclosure or screenhouse kit is classified as a non-permanent structure and as such does not require contractors, building permits, building inspectors or property tax increases. Best of all, installation is immediate and there is no mess!

"We came to see the benefit of a screenhouse in 1984 when my wife found that the brown spots on her cheeks were really the beginning

stages of skin cancer. She had to stay out of the sun entirely," Bob states.

"My wife and I looked at building a sunroom on our home but realized the cost, probably \$10,000 to \$15,000, was more than we could afford. We found a screenhouse at 10 per cent of the cost, without the hassles of building contractors."

Since that time, Bob and his wife Rosemary now represent all three major screenhouse manufacturers and are able to find a screened enclosure that matches almost everyone's deck size, family size and price range.

Bob also offers free delivery. For more information on how to protect yourself from pesky bugs this summer, call Bob at 1-800-922-4760, or visit their website at www.screenhouse.com.

Year Round sales & service

BY REID KENNEDY
NORTH HALTON COMPASS

Although he may be a lefty himself, Larry Wigood is on a mission to save everybody else's right arms.

"I've seen first-hand (no pun intended), the frustration people can feel when their lawn-maintenance equipment isn't operating properly and hard to start," chuckles the owner of Year Round Power Products. "It's hard enough in the spring for people to keep up with the grass when their equipment is running well."

Wigood, a mechanic with 20 years of experience, has set up a small shop at his residence in Morriston with an eye towards possibly expanding at a commercial location in the future. "Right now, because of the time of year, I'm offering a special spring tune-up package for all types of lawn equipment."

The Year Round tune-up package includes complete checkover; oil change; lubrication of all moving parts; clean, straighten, sharpen and balance of blades; new spark plugs and free pickup and delivery of equipment. The package retails for \$44.95 plus tax for riding lawn mowers; \$24.95 plus tax for push mowers and 19.95 plus tax for string trimmers. All other

parts are extra.

Year Round Power Products is also an authorized dealer for the complete line of Makita Outdoor Power Equipment. The line includes string trimmers, hedge trimmers, riding lawn mowers, push mowers, leaf blowers and generators. Wigood also sells and services Tanaka, Echo and MTD-White equipment.

However, Year Round is not focused solely on servicing and sales of lawn equipment. "We'll tackle all makes and models of equipment from large tractors to water pumps," Wigood promises. "I also do repairs of lights, brakes and tires on all types of trailers."

Wigood wants to build his business on service. "We'll do repairs to equipment on site, if possible, and provide pickup and delivery when it isn't." Year Round will also do repair work as quickly as possible and "customers buying new equipment can be assured it will be assembled, checked over and ready for use. We don't sell our products in a box."

For all around good service, all year round, call Year Round Power Products.

Farm Safety Day

SPECIAL TO THE COMPASS

The idea for a Safety Day focused on farm safety with a 4-H audience attending a one day program was developed by Elmira Farm Machinery.

Scheduled for Saturday, June 13th at its Ospringe location, the project is coordinated by Sheila Crowe, partsmen Bill Lasby and many other volunteer staff members of Elmira Farm Machinery.

The program is for 4-H members living within Elmira Farm Machinery's Ospringe trade area. The day will consist of various areas of farm safety and education at different "topic stops" set-up at the Ospringe facility. The program should be a fun and interesting way to present information on a very important topic - farm safety.

The little Book Store that grew

BY DEBORAH QUAILLE
ROCKWOOD & AREA

Recycled Reading of Milton opened its doors on June 1, 1993 with just 3,000 books.

Its original location was at Main Street in the building that was formerly occupied by Fay Plumbing. What began as a partnership became a proprietorship in October of 1994 and soon became the little bookstore that grew.

In 1996, Recycled Reading moved a few doors down to its present location at 152 Main Street as its former location was sold. The second-hand bookstore now stocks approximately 100,000 books - all sorted by type, (Murder, Romance, Mystery etc.) - and are alphabetical by author, unlike most bookstores.

The stock at Recycled Reading depends a great deal on its customers. Owner Lorraine Keech says many "of our customers come from the rural areas." She adds that customers returning books get credit upwards of 25 per cent towards the books cover value, (Recycled Reading does not pay out cash) and the books are then resold for half the cover price or less.

To celebrate its' 5th Anniversary, Lorraine says many books will be on sale during the month of June. Lorraine welcomes the residents of North Halton to "visit us soon and meet the Bookcats - Peanut, Tippitoe and Holie!"

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